

Message Text

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ORIGIN COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 CIAE-00 INR-07 NSAE-00

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R 010001Z MAY 75

FM SECSTATE WASHDC

TO AMEMBASSY LA PAZ

UNCLAS STATE 101174

E.O. 11652: N/A

TAGS: BEXP, BL

SUBJECT: SATELLITE COMMUNICATION

REF: (A) LAPAZ 1848; (B) LAPAZ 2696

1. MEPD CONTACT WITH U.S. MANUFACTURER OF SATELLITE EARTH STATIONS INDICATES THAT TOTAL COST OF TRANSPORTING, ERECTING OPERATING FOR 30 DAYS. DISASSEMBLING AND TRANSPORTING A 36 FOOT DISH TRANSPORTABLE EARTH STATION BACK TO U.S. WILL COST APPROXIMATELY 40,000 DOLLARS. THE TOTAL VALUE OF SELLING THIS SAME EARTH STATION IS IN THE ORDER OF 250,000 DOLLARS. THERE WOULD BE NO PROBLEM WITH SETTING IT UP TO MEET SCHEDULES OF G.O.B., HOWEVER, U.S. FIRMS WOULD NOT BE PREPARED TO INVEST 40,000 DOLLARS TO COMPETE WITH SEVERAL OTHER FIRMS FOR A 250,000 DOLLAR ORDER. HOWEVER, IF A U.S. FIRM FELT IT HAD A REASONABLY GOOD CHANCE TO SELL THE STATION THEY MAY REEXAMINE THE OPPORTUNITY.

2. WOULD APPRECIATE ANY COMMENTS REGARDING POSSIBILITY OF U.S. FIRMS COMPETING FOR RENTAL OF EARTH STATION. ALSO WE FEEL CONFIDENT U.S. FIRMS COULD DO AN EXCELLENT JOB OF UNCLASSIFIED

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DEMONSTRATING THEIR TECHNOLOGY TO GOB OFFICIALS IF THEY

WERE TO VISIT U.S. FACILITIES. KISSINGER

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Message Attributes

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Disposition Approved on Date:
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Margaret P. Grafeld
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